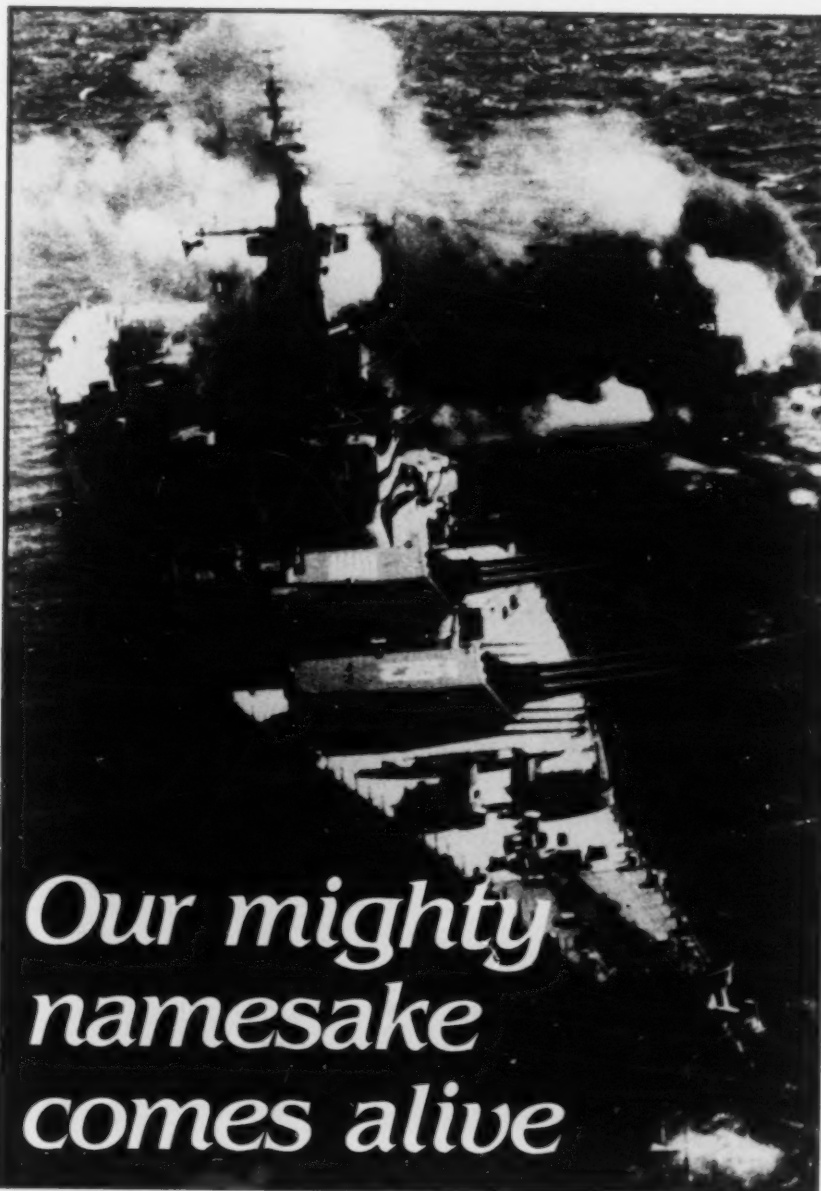


February, 1984

Digest



Story on page 3

AVAILABLE BUILDINGS

PARTIAL LIST

This is not a complete list of all buildings available in Iowa. Due to space limitations, many smaller and special purpose facilities are not listed here. For further information, please call 515-281-3251.

SQUARE FOOTAGE	COMMUNITY	FORMER USE
10,000	Charles City	Spec Building (new)
11,760	Manson	Industrial
12,000	Sioux City	Spec Building (new)
20,000	Clinton	Spec Building (new)
~~20,000~~ SOLD	~~Estherville~~	~~Spec Building (new)~~
20,000	Hopkinton	Manufacturing
~~20,000~~ SOLD	~~Iowa Falls~~	~~Spec Building (new)~~
20,000	Maquoketa	Spec Building (new)
21,000	Corning	Spec Building (new)
21,205	Oskaloosa	Spec Building (new)
22,280	Humboldt	Manufacturing
22,500	Red Oak	Spec Building (new)
23,000	Waverly	Spec Building (new)
23,433	Mason City	Lt. Industrial
23,600	Lake Mills	Lt. Mfg./Warehousing
23,800	Rockwell City	Lt. Industrial
29,400	Oelwein	Lt. Mfg./Warehousing
29,500	Sioux City	Manufacturing
30,000	Marshalltown	Spec Building (new)
31,516	Webster City	Warehousing
32,600	Maquoketa	Manufacturing
33,100	Eldora	Mfg./Warehousing
34,000	Hampton	Manufacturing
35,000	Council Bluffs	Manufacturing
37,500	Spencer	Manufacturing
40,000	Creston	Spec Building (new)
40,000	Fort Madison	Warehousing
40,000	New Hampton	Manufacturing
42,900	Ames	Manufacturing
44,348	Osceola	Lt. Manufacturing
60,250	Davenport	Lt. Mfg./Warehousing
65,106	Ottumwa	Trng./Manufacturing
66,467	Waterloo	Manufacturing
74,456 (multi-bldg. complex)	Oskaloosa	Mfg./Warehousing
85,000	Burlington	Manufacturing
96,000	Pella	Manufacturing
100,000	Cedar Rapids	Spec Building (new)
120,000 (multi-bldg. complex)	Boone	Lt. Mfg./Warehousing
137,500	Centerville	Manufacturing
159,336	Mason City	Mfg./Warehousing
160,000	Waterloo	Manufacturing
169,000	Red Oak	Manufacturing
273,000	Fort Dodge	Manufacturing
655,000	Des Moines	Manufacturing

Worker's comp rates down

A recent report to Gov. Branstad from Bruce W. Foudree, Commissioner of Insurance, reveals that worker's compensation rates for the state have been declining dramatically. Moderate insurance premiums make Iowa even more attractive to potential industry investment.

Foudree states that "among the reasons for this decline are improved loss experience by employers, which in part reflects their effort to improve the working climate, and fair regulation of workers' compensation insurance companies doing business in Iowa. We fully expect this trend to continue," states Foudree.

The statistics include the following information:

Filing 8/22/79 - Effective 10/1/79
An average increase of 18.6% in overall rate. By industry group, the average changes were:
Manufacturing - 14.0% increase
Contracting - 22.2% increase
All Other - 19.7% increase

Filing 8/22/80 - Effective 10/1/80
An average decrease of 6.5% in the overall rate level. By industry group, the average rate changes were:
Manufacturing - 8.2% decrease
Contracting - 9.3% decrease
All Other - 4.0% decrease

Filing 8/6/81 - Effective 10/1/81
Average rate reduced by 5.9% due to a change in the expense constant.

Filing 10/16/82 - Effective 10/1/82
Average decrease of 10.1% in overall rate level. By industry group, the average rate changes were:
Manufacturing - 6.8% decrease
Contracting - 7.6% decrease
All Other - 12.9% decrease

Filing 9/28/83 - Effective 12/1/83
Average decrease of 6.8% in overall rate level. By industry group, the average rate changes were:
Manufacturing - 4.2% decrease
Contracting - 3.4% decrease
All Other - 9.3% decrease

USS Iowa sails again



It's two feet narrower than the Panama Canal, as tall as a 20-story building, and just short of three football fields in length. It generates enough electricity to supply the industrial and residential needs of a city of 20,000. And the whole population of Lenox, Iowa could man its stations.

It's the USS Iowa. In mothballs since 1958, this mighty vessel will once again sail the seas April 27th.

In October of 1982, the Navy decided to bring the USS Iowa back into service, with recommissioning scheduled for January of 1985. That date was moved up twice in response to the pressing defense needs generated by unrest in the Mideast. There's speculation that the USS Iowa will relieve the USS New Jersey presently protecting our forces in Beirut.

Despite the dismal circumstances surrounding the Iowa's call to action, there's a general enthusiasm about seeing the ship back in the service of our country. Lt. Commander George Farrar, USS Iowa Information Officer, expects thousands to make the trip to Pascagoula, Mississippi for the recommissioning.

In addition to honored guests that may include President Reagan, Vice President Bush, the Secretary of the Navy and Governor Branstad, numerous members of special interest organizations will make a point to be there. The Veteran's Association of the USS Iowa numbers over 1,000 and there are over 300 members of the American Battleship Association.

Add to people from those groups the many private citizens who wouldn't want to miss the launching of this ocean titan.

Sure to be in attendance is John

John Giss, Clinton artist, creates winning crest

When the USS Iowa crest contest was publicized in local newspapers, John Giss, 31, of Clinton didn't think too seriously about submitting entries. But the creative mind of this unemployed artist soon came up with several worthy concepts. In May, a composite of two Giss designs was selected the Grand Prize winner and will be reproduced throughout the ship and on clothing and stationery.

Giss, an Army veteran of three years, received a fine arts degree from Ohio State University, and is currently a freelance artist in the Clinton area.

He described the winning design as an oval, bordered by yellow braided rope and a blue band. The state motto is printed in red inside these borders. In the center, a hawk holds the ship's numbers, 61, in its talons, with a battleship below.

Giss is pleased to be part of the excitement in the recommissioning of the USS Iowa. "I was flabbergasted," he recalls. "It's quite an honor."

Giss of Clinton, winner of a contest held in Iowa last year to select a crest for the ship.

The enthusiasm of the guests will match that of the crew members. Some 20-year veterans have returned to active duty just to serve on the USS Iowa. Among those is the Chief Petty Officer, who competed with 480 applicants for his job. He joins a bank vice president and a professional bass fisherman. The allure of this ship must be irresistible!

The USS Iowa has an honorable history. World War II service included transporting President Roosevelt and what was then the joint chiefs of staff to Teheran for the historic meeting with Churchill and Stalin. In 1944 the ship joined the Pacific fleet at Wake, Marshall Island and Guam, and was present in Tokyo Bay for the ceremony of surrender. In fact, if President Truman had been from Iowa instead of Missouri, chances are MacArthur would've been standing on the decks of the USS Iowa for that historic occasion.

In 1949 the battlewagon was decommissioned, only to be revived for the Korean War in 1951.

Recommissioning has included reactivation of facilities and modernization too. New Tomahawk missiles join Harpoon missiles to assure an intimidating battlement. One shot from a 16-inch gun can clear one square mile of terra firma.

Interim home port for the USS Iowa will be Norfolk, Virginia, until plans are finalized for a Staten Island base.



Schleswig looks to the future

What's the most serious hazard in fundraising for community betterment? Larry Grill of Schleswig would tell you that it's returning to the same "angels" time after time. Before long you run the risk of draining those people dry.

That ever present concern is what led to the founding of Schleswig's Basic Fund, Inc.

An innovative concept in community betterment projects, the Basic Fund aims beyond immediate results to the long-term future. It's admirable that community leaders demonstrate the foresight and patience to embark on such a venture.

Designed as a continuing source of income, the Basic Fund targets donations from three sources: individuals and businesses, bequeaths from wills, estates and memorials, and organization support. These monies will never be spent, rather they earn interest which will then be appropriated to various local betterment projects.

Norm Rossow of Farmers State Bank in Schleswig stresses that this aspect of the fund has much appeal in promoting the concept. "It's the gift that keeps on giving," he says. "The Basic Fund is a living memorial that continues to benefit the Schleswig community."

Launching the project

Plans for the fund began in 1982 with some initial organizational paperwork. Grill, president of the Basic Fund, compiled the articles and bylaws of incorporation, filing for non-profit status with the Internal Revenue Service.

A Board of Directors was established from those individuals who purchased memberships in the fund. (The modest membership fee of \$25 per person is used for postage and other administrative expenses.)

Then a general publicity/education campaign was undertaken to get the word out to the community.

Contributions have begun to trickle in, with the majority coming from individuals. However, in just four to five months of actively collecting donations, the fund is up to about \$1,000.

The fund was given a boost this fall with several memorial contributions in honor of Norm Rossow's wife. Rossow, who was active in establishing the Basic Fund, comments that however painful the circumstances, he was proud to be part of getting the idea off the ground. Families such as the Rossows who are active in community betterment can look forward to see-

ing the benefits of their memorial accrue year after year.

Targeted appropriations

Though it will be some time before there is enough interest to make any substantial impact on community betterment, Grill expects to be able to contribute to previously initiated projects by the end of this year. Every organization in town will be solicited for suggestions of worthy endowments. To gain broad-based input, the board plans to set up an advisory committee of representatives from every community civic organization. Then the board will make the final decision on allocation of funds.

Grill stresses that any community can set up a program like Schleswig's Basic Fund. There's a certain amount of time required to do the paperwork, a bit of effort expended in publicity, and then a lot of patience while you wait for the fund to accumulate enough interest to require making some appropriation decisions. "Ten years down the line, we're looking at a pretty sizable amount of money," says Grill. "This is eventually going to be very good for the community. Who knows, maybe a fund like this can even lower taxes by providing money for community betterment from another source."

High tech grant applications off to good start

In mid-December, Governor Branstad opened the doors to High Technology Council research and development grants by announcing application procedures. By mid-January, calls of inquiry numbered four to five per day.

To say there's interest in the future of high technology in Iowa is an understatement.

David Swanson, president of the Iowa High Technology Council, is surprised by the sophistication of projects being proposed. The grants are specifically targeted for research and development, but along with these projects are many inquiries that involve projects that are close to yielding a finished product. "Just from the questions they're asking," he says, "it sounds like some of these projects are close to the manufacturing stage. I've referred those to the Iowa Product Development Corporation. Our interests are more specifically in research that will yield jobs, products or processes in 2-5 years, rather than tomorrow."

Universities major contributors

Swanson expects up to forty applications each from both Iowa State University and the University of Iowa before the May 1 deadline. An additional ten to twenty are anticipated from private industry and other educational institutions.

Proposals are restricted to educational institutions, or commercial entities in which an educational institution has an interest. "If we could open it up to individuals and firms with no education affiliations, we would be swamped," notes Swanson. "There's no shortage of brilliant ideas. But what we're really looking for is a good payoff on a proposal. What's it going to do for the state in the long term?"

To date there are four solid applications for R&D grants, all generated via ISU:

- microbiology - \$84,374
- genetic engineering - \$88,125
- biotechnology - \$117,268
- genetics - \$64,600

Swanson is particularly interested in those projects that conform with the High Technology Task Force recommendations, published in November of 1982, that specify four areas of concentration for publicly funded projects: biotechnology, microelectronics, productivity enhancement and alternative energy sources.

Review procedure

Though the review procedure for grant proposals isn't firmly established, Swanson hopes to gather a statewide nonpartisan group of professionals from both the technological and scientific areas of ex-

pertise. These experts will rate the proposals assigned to them, refer the rated proposal to a council subcommittee, and then the entire council will decide the funding based upon those recommendations. "We anticipate a 60-day process, starting with the day we receive a proposal," noted Swanson.

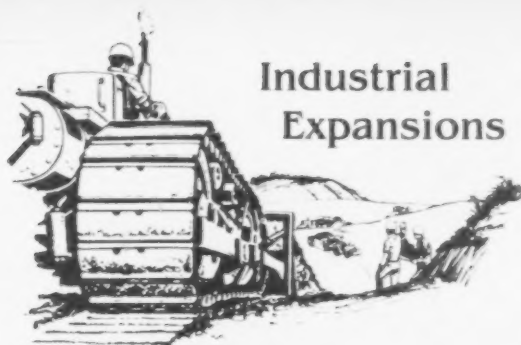
Budget constraints

The High Technology Council had a budget of \$2 million last year, and hoped to double that figure in fiscal year 1985. But indications are that they'll be working with \$1 million instead of \$4 million. That will effect the number and amount of grants awarded. It will also have an adverse impact on the momentum generated by funding of the past several years.

But Swanson is hopeful that the spirit of cooperation that has mobilized the high tech efforts will continue to provide sustenance to this area of growth. "The High Tech Council doesn't get paid per diem, like some other councils do," said Swanson. "Through the teamwork of the Council, the Iowa Development Commission and folks here at ISU we've kept the operating budget to a minimum. That will leave us with the greatest resources possible in awarding the research grants." ♦



Gov. Branstad and Des Moines businessman John Ruan (at the podium) respond to questions from media representatives at a news conference unveiling plans for the proposed Iowa World Trade Center. Former Gov. Robert Ray (at the door) joined a group of leaders from government and private industry to learn details of the project.



Industrial Expansions

Ajinomoto taps Iowa

Ajinomoto, U.S.A., Inc.

Construction of a \$35 million feed-grade lysine plant in rural Eddyville is scheduled to begin in May. The new plant will initially employ about fifty people.

Ajinomoto, a Tokyo-based multinational company, is one of the world's leading manufacturers and distributors of food products and specialty chemicals.

The facility will be located adjacent to the Cargill plant presently under construction.

Lysine, one of the essential amino acids, improves the protein profile of animal feeds, resulting in better quality meats. Corn is a raw material for lysine production.

JLM Products

JLM Products of Wichita, Kan., has announced plans to open a plastic blow molding plant in Iowa Falls.

Operations are expected to begin this spring, with a payroll of 15 workers. Further expansion and additional employment are planned.

JLM is moving into a 20,000 square-foot spec building in an Iowa Falls industrial park.

"We feel there is a lot of market potential in a 300-mile range from Iowa Falls," said JLM President Joe L. McNally. "There are several businesses we can pick up in that area. We've targeted a lot of accounts." Examples of plastic blow molded products are gallon jugs, cosmetic bottles and lawn mower gas tanks.

The Iowa Falls Industrial Development Corporation and the Iowa Development Commission worked with JLM.

American Development Corp.

American Development Corp. of Costa Mesa, Calif., has begun full

production at its ethanol plant in Hamburg.

The company is expected to employ 35 workers. Construction of the plant, which began a year ago, generated more than 150 jobs at its peak.

The plant is designed to produce 5 million gallons of ethanol annually, providing a market for about 2 million bushels of corn each year. The plant also will manufacture two major by-products — a high-protein livestock feed supplement and carbon dioxide for use in dry ice.

Ribbon-cutting ceremonies in Hamburg featured Gov. Terry Branstad, U.S. Sen. Roger Jepsen and Jack Bailey, director of the Iowa Development Commission.

"This ceremony culminates three years of market research, planning and actual development for the plant," said Bobby Mehta, president of the Tech Division of American Diversified, the parent firm for American Development Corp.

"The full cooperation of local business leaders and the Hamburg City Council members . . . has been invaluable," Mehta added. Hamburg was selected for the plant site because of its access to raw materials and its central location as a marketplace for ethanol, Mehta said.

Iowa 2000 Corp.

Iowa 2000 Corp. of Oak Park, Ill., has announced plans to build a 22,000 square-foot ethanol plant in an Iowa Falls industrial park.

The plant is expected to produce 2.5 million gallons of ethanol annually. It will employ about 25 people when it begins production in late 1984.

Iowa 2000 officials also are considering building an ethanol plant

outside Iowa Falls in rural Hardin County.

Iowa 2000 recently announced plans to build an ethanol plant in Mason City. All of the company's plants will use corn and molasses as raw materials for the ethanol production process. The plants also will sell by-products, including a high-protein cattle feed and year-round fresh vegetables grown under glass using hydroponics.

Farmland Industries Inc.

Farmland Industries Inc. of Kansas City has announced plans to build a feed pre-mix plant in Eagle Grove.

The plant will produce 25,000 tons of medicated feeds and feed supplements annually. It will be located next to Farmland's existing by-products plant in Eagle Grove. Five jobs are expected to be created by the expansion.

The plant is expected to be completed in late 1984. Eagle Grove was chosen as the site for the new plant because of its central location, Farmland officials said.

Twin County Dairy

Twin County Dairy has announced plans to extend its plant in rural Kalona.

The dairy, which produces cheddar cheese and cheese curds, plans to double its number of cheese vats from four to eight. The expansion, slated for completion later this spring, is expected to create seven jobs.

Mohawk Advertising

Mohawk Advertising of Mason City has announced plans for a \$1 million expansion project on land sur-

rounding its current building.

The expansion is needed, company officials said, to accommodate the firm's growth. Mohawk had 15 employees a year ago, 20 currently and expects to have 33 by year's end.

Metromail

Metromail of Mount Pleasant added more than 200 workers to its payroll late last year because of increased demand for its direct mail advertising services.

Average employment at the plant is 350 workers. The company produces more than 1 million pieces of mail daily.

Moline Tool Co.

Moline Tool Co. has built a 9,000 square-foot addition to its Bettendorf headquarters so it can build one drill.

The drill will weigh 175,000 pounds, be computer controlled, and measure 24-feet wide and 40-feet long. The drill is for a Korean manufacturer, which will use it to produce tube sheets for a water desalinization plant in Saudi Arabia.

The company competed against manufacturers from Japan and Europe to win the drill contract, and foreign markets could be a good source of work for the company in the future, said B. J. Wiegel, company co-owner.

H&F Distributing Co.

H&F Distributing Co. of Marshalltown has announced plans to build a 15,000 square-foot warehouse in that city's industrial park.

The warehouse will be used for Stroh, Schlitz and Old Milwaukee beer distributorships in central Iowa. The warehouse is expected to be completed by early spring.

Central Iowa Farm Supply

Central Iowa Farm Supply of Perry has announced an expansion, creating 11 new jobs.

The firm formed a cooperative with four other co-ops, and now serves a 16-county area. The company recently remodeled to provide additional office space. More expansion is planned.

The firm markets livestock feed.

Mid-West Companies

Mid-West Companies of Perry has opened a warehouse in that city.

The firm, which deals in the wholesale of agricultural chemicals, is considering hiring additional staff in the near future. More workers could be added to the payroll later, company officials said.

Hardi, Inc.

Hardi, Inc. of Canada opened assembly and distribution facilities in Altoona in January.

Located in the former premises of Albright Kitchens Corp., the firm will assemble and ship farm equipment to dealers in Iowa, Kansas, Nebraska and Missouri. Plans call for an

eventual count of 150-dealers in Iowa. The Altoona facility will manufacture crop sprayers. Though initial employment is only nine, that number will increase within a year when full production is underway.

John Boos and Company

John Boos and Company of Effingham, Illinois, has announced plans to construct a manufacturing facility on a four-acre site in Bloomfield. In business since 1887, Boos manufactures store fixtures, and expects to employ about 20-30 people at their Iowa location.

(Cont. on page 8)



At a private luncheon capping a crucial, 11th hour decision-making visit to Iowa, Gov. Branstad presents a memento to Mr. Kozo Yoshikawa, Manager of the Euro-Americas Operations Department, Ajinomoto Co., Inc., Tokyo.



At a joint news conference two weeks later, the Governor reveals the good news to members of the media, repeating questions via speakerphone to Mr. Inamori, delayed in New York by poor weather.

Pharmaceutical Development Systems

A spring groundbreaking is scheduled for Pharmaceutical Development Systems, a recently formed Iowa corporation. The first stage will be a 35,000 to 40,000 square foot plant employing about 25 people. Expansion is anticipated to include as many as 80-100.

The facility will be located in the industrial park area of southeast Iowa City.

The company's principals, all Iowans, feel strongly about the benefits our state offers industry. Executive Vice President, Charles Newhouse, states that "Iowa's superior education system is perhaps our greatest resource . . . we hope to serve as an example and model to similar high tech businesses, encouraging more graduates to become permanent members of our community."

Pendleton Woolen Mills

Pendleton Woolen Mills, Inc. of Portland, Oregon, is planning to open a plant in Council Bluffs. The sportswear manufacturing company has asked the Council Bluffs City Council to approve \$1.5 million in industrial revenue bonds that will clear the way for purchase and remodeling of a former Safeway store.

Initial employment is expected to be around 75 at start-up this fall, with projected employment up to 175 by 1988.

Chile contact

Interested in exporting to Chile? M. Wayne Sandvig, ISU class of '49, wants to help you get started. He's the current president of the American Chamber of Commerce in Santiago.

Iowa business representatives traveling to Santiago, or interested in doing business in Chile, may find it beneficial to make use of Mr. Sandvig's offer of assistance. He is "anxious to act as a bridge between Iowa exporters and Chile business contacts."

Address inquiries to:
Mr. Wayne Sandvig
Via Sur-Parque Institucional 6651
Casilla 773
Santiago, Chile

Technology pros exchange data at conference

Iowa's academic and business worlds swap research and expertise at a joint technology conference next month in Des Moines. Sponsors hope the exchange of information on March 14-15 at Drake University will be helpful to the state's future economic progress.

Academic researchers are bringing reports of 16 major projects of product-oriented, high technology research from such fields as the biological sciences and engineering.

Contributions from industry include "A Business Model for Academic Research," a presentation by Kenneth A. Nielsen, President and Chief Executive Officer of Farmland Industries.

The conference idea originated among the graduate school deans of Drake, Iowa State University, the University of Iowa, and the Univer-

sity of Northern Iowa.

Additional assistance has come from the Iowa Governor's Office, the Iowa Development Commission, the Governor's High Technology Council, and the Iowa Association of Business and Industry.

One strong backer of such conferences — Bob Anderson, Chairman and Chief Executive Officer of Rockwell International — has said, "the time is ripe for the academic community and business world to work together in confronting the economic competitive challenge. Technology breakthroughs that stay bottled up in the laboratory or pinned to the drawing board don't contribute one cent to our competitive bottom line."

To get more information and register for the conference, contact Ann L. Schodde at Drake: 515/271-3905.

Trade exhibitions

Call 515/281-8515 for more information

- COMPUTER SHOW, Jakarta, Indonesia, April 24-28.
- KORHOTEL/FOOD '84, Seoul, Korea, June 11-17.
- AUTOMECHANICA '84, Mexico City, Mexico, June 12-14.
- CHINA TOTAL ENERGY '84, Guangzhou, People's Republic of China, June 12-18.
- SIAL (largest international trade fair for processed foods in 1984), Paris, France, June 18-22.
- INTERNATIONAL MACHINERY AND EQUIPMENT SHOW-HENAN, Zhengzhou, PRC, June 18-22.
- IMPA 84, Hamburg, Germany, June 20-25.
- INTERNATIONAL GEOLOGICAL MACHINERY & INSTRUMENTS EXHIBIT, Beijing, PRC, August 1-10.
- AGASIA, Kuala Lumpur, Malaysia, August 3-8.
- BUSINESS COMPUTER FAIR, Jakarta, Indonesia, September 18-22.
- SEOUL INTERNATIONAL TRADE FAIR (SITRA '84), Seoul, Korea, Sept. 18-Oct. 2.
- GIB (industrial cleaning, factory hygiene, building maintenance), Dusseldorf, West Germany, October 10-13.
- SAUDI MIDICARE, Riyadh, Saudi Arabia, October 14-18.
- AUSTRALIAN INTERNATIONAL FOOD EXHIBITION (AIFE), Melbourne, Australia, Oct. 20-23.
- AGROINDUSTRY, Jakarta, Indonesia, October 23-27.
- 12TH JAPAN INTERNATIONAL MACHINE TOOL FAIR, Tokyo, Japan, October 30-Nov. 8.
- A&A (industrial safety and factory hygiene), Dusseldorf, West Germany, November.
- SAUDI INDUSTRY, Riyadh, Saudi Arabia, November 11-15.
- ELECTRONICA '84, Munich, Germany, November 13-17.
- ARAB BUILD '84, Bahrain, November 18-22.
- PACKEX '84, Hong Kong, November 26-29.
- HARDWARE '84, SAFETY '84, Kuala Lumpur, Malaysia, Nov. 27-Dec. 1.
- PRODUCTION INDONESIA, Jakarta, Indonesia, Nov. 27-Dec. 1.
- TEXTILE INDONESIA, Jakarta, Indonesia, Nov. 27-Dec. 1.

Iowa Ag & Business Indicators

Compiled by the Iowa Development Commission

Labor Demand and Supply¹

September, 1983

Service Areas	New		Service Areas	New	
	Individual Placements	Applicants & Renewals		Individual Placements	Applicants & Renewals
Ames	141	387	Iowa City	320	1,332
Atlantic	119	205	Keokuk	28	523
Burlington	256	913	Marshalltown	789	891
Carroll	594	518	Mason City	930	1,215
Cedar Rapids	2,791	3,548	Muscatine	64	388
Centerville	75	142	Newton	257	372
Charles City	20	97	Oskaloosa	255	271
Clinton	118	757	Ottumwa	281	577
Council Bluffs	477	1,062	Sheldon	66	153
Creston	44	220	Shenandoah	149	296
Davenport	317	1,651	Sioux City	685	1,183
Des Moines	1,168	2,967	Spencer	435	564
Dubuque	472	1,431	Storm Lake	146	264
Fairfield	208	303	Waterloo	763	1,834
Fort Dodge	380	505	Webster City	94	200
Fort Madison	59	216			
			TOTAL	12,592	23,024

¹All individual placements made by and new applicants listed with Iowa Department of Job Service.

Leading States for Farm Marketing (\$MII.)

	Livestock & Products		Crops		Total	
	8 mos./83	8 mos./82	8 mos./83	8 mos./82	8 mos./83	8 mos./82
U.S.	46,409.4	46,705.8	39,681.4	39,749.8	86,090.8	86,455.6
IOWA	3,996.0	3,969.0	3,008.8	2,738.4	7,004.8	6,707.4
California	2,782.9	2,845.6	4,571.9	4,973.3	7,354.7	7,818.9
Texas	3,563.3	3,602.1	3,080.2	2,750.7	6,643.5	6,352.8
Illinois	1,564.7	1,574.9	3,044.2	3,472.6	4,608.9	5,047.5
Minnesota	2,345.7	2,350.9	1,898.1	1,628.1	4,243.8	3,979.0
Nebraska	2,740.1	2,845.6	1,467.3	1,641.5	4,207.4	4,487.1
Kansas	2,480.0	2,485.7	1,379.9	1,409.6	3,860.0	3,895.3
Wisconsin	2,652.2	2,775.2	671.2	612.9	3,323.4	3,388.0
Florida	648.3	634.7	2,468.3	2,362.8	3,115.7	2,997.5

U.S. Consumer Price Index

	Oct. 1983	Oct. 1982
All Urban Consumers (1967 = 100)	302.6	294.1

U.S. Composite Construction Cost Index

	August 1983	August 1982
U.S. Composite Construction Cost Index (1977 = 100)	154.4	153.4

Business Data

	10/83	10/82	10 mos./83	10 mos./82
New Car Registrations	8,228	9,603	76,171	66,028
Iowa Savings & Loan (\$000,000)				
Total Loans Closed	44.3	17.8	426.2	195.7
Savings	8.5	-49.7	656.7	-66.6
Work Force (000)	1,371.6	1,412.4	1,363.7	1,398.7
Unemployment	61.5	80.7	86.5	86.8
Rate (% of work force)	4.5	5.7	6.4	6.2
Employment	1,310.1	1,331.7	1,277.1	1,311.9

Value of New Dwellings¹ (\$000)

	11/83	11/82	11 mos./83	11 mos./82
Ames	\$ 1,330.0	\$ 252.0	\$ 6,676.0	\$ 1,354.5
Bettendorf	497.1	961.4	7,670.0	4,202.9
Burlington	0	0	1,791.3	1,474.0
Cedar Falls	148.1	39.1	1,617.2	3,562.9
Cedar Rapids	401.3	144.2	2,040.1	1,618.3
Clinton	120.0	0	1,189.5	163.0
Council Bluffs	85.9	135.2	2,854.5	3,404.8
Davenport	448.0	806.3	8,171.4	6,758.6
Des Moines	232.4	97.1	11,522.2	5,856.8
Dubuque	0	63.2	1,112.5	573.9
Fort Dodge	0	0	1,209.3	170.0
Iowa City	1,191.8	1,653.5	29,745.2	17,076.3
Keokuk	33.0	33.0	388.0	1,782.3
Marion	60.0	84.5	925.7	649.9
Marshalltown	850.0	29.0	2,089.0	840.0
Mason City	267.0	0	3,273.3	1,236.1
Muscatine ¹	386.0	423.5	6,067.4	1,616.6
Newton	67.0	816.6	307.0	2,110.3
Ottumwa	0	35.0	520.0	1,523.0
Sioux City	190.6	39.2	2,274.9	2,390.8
Urbandale	485.6	580.1	6,827.3	4,125.0
Waterloo	583.6	224.3	3,016.1	2,538.5
W. Des Moines	993.0	310.2	15,451.5	4,713.8
TOTAL	\$ 8,370.4	\$ 6,729.4	\$ 116,739.4	\$ 69,742.3

¹Single, two-family and multiple residential dwellings, based on housing permits issued.

Quarterly Periods

	1983		1982	
	I	II	I	II
Personal Income (\$000,000)	31,324	32,816	29,782	30,458

Stock Index

	Iowa*	Dow Jones Industrial
Sept., 1983	227.69	1,233.13
Oct., 1983	223.69	1,225.20
Nov., 1983	233.55	1,276.02

*Robert C. Westlund, Piper, Jaffray & Hopwood, Inc. (1967 = 100)

Average Price Received by Farmers

	11/83	10/83	11/82
Corn, bu.	\$ 3.24	\$ 3.06	\$ 2.09
Soybeans, bu.	7.97	7.87	5.20
Oats, bu.	1.81	1.88	1.64
Hogs, cwt.	37.00	40.20	52.20
Beef cattle, cwt.	52.10	52.90	53.90
Calves, cwt.	54.90	53.60	58.80
Milk (whls), cwt.	13.70	13.50	13.60
Sheep, cwt.	15.00	15.10	14.10
Lambs, cwt.	55.00	53.40	47.50
Eggs (market), doz.	67	55	43
All hay, ton baled	70.00	72.00	52.00
Turkeys, lb.	.42	.41	.42

Average Price Paid by Farmers

	11/15/83	11/15/82
Beef cattle concentrated, 32-36%	\$ 14.60	\$ 12.40
Hog feed, 38-42% protein	17.00	14.40
Soybean meal, 44% protein	15.50	12.00
Dairy feed, 15% protein	220.00	173.00
Poultry feed, layer ration	205.00	177.00

Commodity Feed Price Ratios

	11/15/83	11/15/82
Hog — corn ¹	11.4	25.0
Beef cattle — corn ¹	16.1	25.9
Egg — feed ²	6.9	5.2
Milk — feed ³	1.25	1.57

¹Bushels of corn equal in value to 100 lbs. of hog or cattle liveweight.

²Pounds of laying feed equal in value to 12 eggs.

³Pounds of concentrate ration equal in value to 1 lb. of wholesale milk.

IDC names execs

Craig Hamilton has been promoted to Manager, Business and Industry, of the Marketing Group. A member of the IDC marketing staff since September of 1982, Hamilton will be responsible for implementing certain elements of the Commission's marketing plan, specifically dealing with the promotion of Iowa to out-of-state companies.

Prior to coming to the IDC, he worked in economic development for the city of Council Bluffs and the Council Bluffs Chamber of Commerce. Hamilton has an M.S. in Geography from the University of Nebraska at Omaha.

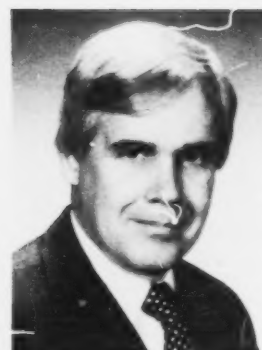
A graduate of Clinton High School, Hamilton and his family reside in Des Moines.



Craig Hamilton



Linda King Kading



Phil Thomas

Linda King Kading has been named group manager for government and internal affairs at the Iowa Development Commission.

Kading's major responsibility is the financial and administrative management of the agency. In addition, she is responsible for liaison work with other state agencies and the Legislature.

Kading previously was administrative assistant to Majority Leader Lowell Norland of the Iowa House of Representatives. Prior to that, she was budget and accounting manager for the Iowa State Commerce Commission. Early career experience includes responsibilities with the Iowa House of Representatives as a legislative research analyst.

A 1980 graduate of the University of Iowa, Kading is a native of Urbandale.

A well-known Des Moines journalist has been hired as the new Com-

munications Group Manager. He is Phil Thomas of Clive, former news director of WHO-TV.

Thomas was with WHO-TV for 13 years, starting out as the station's political reporter, continuing as co-anchor of WHO-TV newscasts and culminating with his promotion to news director in 1980. Thomas graduated from Drake University in Des Moines in 1968 with a Bachelor of Arts in Journalism.

A native of Guthrie Center, Thomas will oversee all communication functions for the Iowa Development Commission. Thomas and his family reside in Clive.

Foreign trade forum scheduled at ISU

Iowa's dependency on international trade and the effect on Iowa of U.S. foreign trade will be discussed at a forum at Iowa State University, March 15-17.

Leaders from all segments of Iowa's economy, as well as nationally recognized speakers, have been invited to participate in the forum.

Participants will meet in small groups and general sessions to discuss Iowa's growing dependency on exports. They will work to develop a cohesive state position on U.S. trade policies and economic assistance to developing nations.

The forum, entitled "Iowa's Role in the World Economy: Dependency and Interdependency," is sponsored by the ISU Chapter of the Society for International Development, The Stanley Foundation of Muscatine, Pioneer Hi-Bred International, Cargill Inc., Deere and Co., and the Iowa Humanities Board in cooperation with the ISU Office of Continuing Education.

The registration fee for the forum is \$50. For more information or a brochure on the event, contact Carolyn Hill, 102 Scheman Continuing Education Building, Iowa State University, Ames, Iowa 50011; 515/294-6222.

ICB book now available

Revised guidebooks for the Iowa Community Betterment program are now available on request from the Governor's Office of Volunteers.

Requirements for the program have been eased, with new rules, guidelines, awards and special categories. The youth program has been changed to attract the energetic participation of more of those members of our communities.

Unlike the procedure in past years, there will be no automatic mailing of the guidebooks. To request a copy, contact the Governor's Office of Volunteers at 515/281-8304, or the Iowa Development Commission at 515/281-3536.

IDC set to piggyback Ertl Hong Kong office

Iowa may be exploring the lucrative Southeast Asia market as early as this summer if a unique arrangement to sublease office space in Hong Kong is approved by the Iowa Legislature.

The Iowa Development Commission is now developing an agreement with the Ertl Company of Dyersville to sublet a portion of their space in a prime Hong Kong office building for a six-month period. Although the exact cost of the arrangement with Ertl has not been determined, IDC Director Jack Bailey says the move will allow the state to better fathom market potential in Southeast Asia without risking the costs of a long-term lease. The commission would also have the services of a receptionist and other office equipment already in the Ertl office.

"The state can cut its costs dramatically and still get a feel for Iowa's potential in the Southeast Asia markets," said Bailey. "And since we certainly haven't locked

ourselves into a Hong Kong location, we will get a chance to study other Asian office locations, like Singapore."

Just over \$117,000 was appropriated in 1983 for the purpose of setting up an Iowa Development Commission Asian office. But due to the state's fiscal condition, establishment of the office was postponed until 1984.

The Hong Kong office would be the IDC's second foreign office involved in increasing Iowa business ties overseas. The state's European office in Frankfurt, West Germany has been operating since 1977.

The Southeast Asia region has long been identified as a business growth area due to its high population and vigorous economic development programs. Bailey said many other states have set up offices there because they consider the business climate for foreign traders and investors one of the most hospitable in the developing world.

Far East trade mission scheduled for May

Iowa business people will have a chance to explore marketing opportunities in the Far East during a trade mission scheduled this May.

The four-nation expedition has received tentative approval from U.S. Embassies to visit Seoul on May 1-2, Taipei on May 3-4, Manila on May 7-8 and Singapore on May 10-11. This will be the first Iowa trade mission to Korea. Prior trips have included Taiwan and the Philippines, with two prior visits to Singapore.

"We think the opportunities for Iowa firms are unlimited in this region," said Max Olson, an international marketing manager for the IDC. "And in the past, many Iowa companies have found trade missions to be an excellent way to penetrate foreign markets they've never entered before."

Since 1974, more than 70 Iowa companies have participated in IDC

trade missions, visiting over 45 countries.

The IDC's trade missions are designed to help Iowa businesses find new markets, identify new customers and develop more export sales. The IDC, in cooperation with



U.S. foreign embassies, takes care of most of the details of the trips, including secretarial support, briefing from the foreign post and a schedule of business appointments for each mission member. This frees individuals to concentrate on seeking new business, Olson notes.

For more information contact Max Olson, Iowa Development Commission, 600 East Court Ave., Des Moines, IA 50309; 515/281-3138.



IDC DIGEST

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Jack C. Bailey	Director
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Iowa Development Commission
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World's Fair features "Fresh Water" theme

Great River Road exhibit afloat

The International Great River Road Association recently announced plans for a \$1 million exhibit being constructed on the grounds of the Louisiana World's Exposition in New Orleans. Designed as a replica of a Mississippi River steamboat, the exhibit will provide visitors to the fair with the sights and sounds of early days aboard a paddlewheeler.

The exhibit will be positioned in the water course inside the Louisiana Exhibition Hall. It will house displays from the ten states and two Canadian provinces that comprise the Great River Road. As a Great River Road state, Iowa will be included among those featured.

Consisting of three basic areas, the exhibit will contain an outside deck where performers from each of the participating states and provinces will attract and entertain visitors. Colorful flags representing the International Great River Road members will enhance the area.

Visitors will board the exhibit via an inclined ramp. Once inside the lobby, guests will be surrounded by scenic displays featuring each of the participating members of the Great River Road. Promotional literature will be

available here, and uniformed guides will answer questions regarding vacation opportunities along the Great River Road.

"We anticipate that the Great River Road exhibit will be one of the most popular at the Louisiana World Exposition," said Judy Stough, Director of the Great



River Road Division of the Arkansas Department of Parks and Tourism and Chairman of the Great River Road Association's World's Fair Committee. "Entertainment was traditionally a role played by the riverboats that traveled the Mississippi River during the age of steam. The Great

River Road exhibit will recreate this era and bring a wide range of theatrical and musical performers to the showcase provided on its deck."

Funding for construction of the exhibit was made possible by the state of Mississippi, with matching funds provided by the city of Greenville, Mississippi. Following the fair, it will become a permanent tourist information center located on the Great River Road in Greenville.

Funds for space rental, utilities, exhibitry, and staffing are being provided by the participating Great River Road states and provinces: Arkansas, Louisiana, Mississippi, Tennessee, Kentucky, Illinois, Missouri, Minnesota, Iowa, Wisconsin, Manitoba and Ontario.

The following Iowa communities raised over \$22,000 in support of the exhibit: Bellevue, Buffalo, LeClaire, Muscatine, Burlington, Davenport, Dubuque, Fort Madison, Guttenberg, Lansing and the Lee County Board of Supervisors. Private contributions were made from many Iowa businesses.

State day for Iowa will be Monday, July 16, when the Iowa flag will be flown. Put it on your calendar.